

SUDITI INDUSTRIES LTD.



C-253/254, MIDC, TTC INDL.AREA, PAWNE VILLAGE, TURBHE, NAVI MUMBAI – 400 705

Tel. No: 67368600/10, E-mail: cs@suditi.in CIN No. L19101MH1991PLC063245

Regd.Office: A-2, Shah & Nahar Indl.Estate, Unit No.23/26, Lower Parel, Mumbai-400013.

Ref: No. SIL/S/50/2019-20

Date: 20.09.2019

The Secretary/Corporate Services,
BSE Limited.,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.

Company Script Code No. 521113

Dear Sir,

We hereby submit the “Q1/FY 2019-20 Earnings Presentation” prepared by our Investor Relations Management Services Company “M/s. Valorem Advisors” for the information of the investors. The financial details presented contain the information from the quarter ended 30th June, 2019 Un-audited results submitted by the company and the disclaimer statement is also attached for the information of the investors.

Thanking you,

Yours faithfully,

For **Suditi Industries Limited**

Rajagopal Raja Chinraj
Executive Director & CEO
DIN: 00158832





Q1-FY20 EARNINGS PRESENTATION

Executive Summary



Overview

- Suditi Industries limited ("SIL"), was incorporated in 1991 as a processing house to manufacture 100% cotton Knitted Fabrics and Polar Fleece Fabrics
- In a short span, the company established itself as a reputed quality manufacturer of hosiery fabrics and garments for many established brands
- The company is today a vertically integrated Textile and Apparel manufacturing house with processes like knitting, dyeing, printing, finishing, garmenting and also retailing of our own branded apparels and reputed licensed wear



Products and Business Mix

- **Retail Business**
 - **Licensed Brands** – FC Barcelona, Manchester City FC
 - **Own Brands** – Riot and Indianink
 - **Partnership Brands** – YouWeCan and NUSH
- **Fabric and Garments Business**



Key Marquee Clients

- **Retail:** EBO's and large format stores like Central, Shoppers Stop, Pantaloons, Lifestyle, & Walmart, and e-commerce presence on Jabong, Myntra, Amazon, Flipkart, Snapdeal, etc.
- **Fabrics:** Madura Group, Reliance, Creative Garments Pvt. Ltd, Gini & Jony Ltd, Choudhary Garments
- **Garments:** Future Group, Mandhana Industries Ltd, Myntra Designs Pvt. Ltd, Siyaram Silk Mill Ltd, Shoppers Stop, Raymond, Lee Cooper, Walmart, Burnt Umber



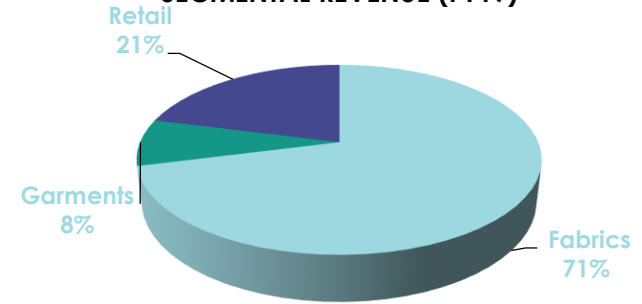
FY19 Financial Performance (Standalone)

- Revenue from Operations: **INR 1,114 Mn**
- EBITDA: **INR 105 Mn**
- Net Profit: **INR 39 Mn**

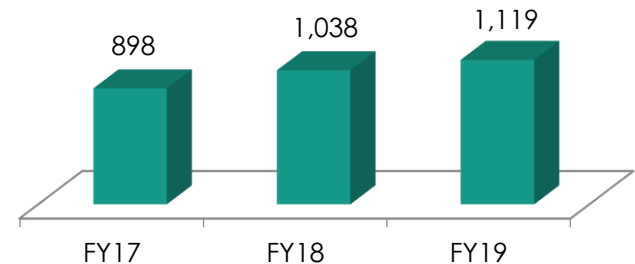
Company Overview

- SIL initially started as a fabrics processing plant, the company has gradually entered into different segments of fabric processing such as knitting, printing, finishing and garmenting.
- The company is **headquartered at Navi Mumbai, Maharashtra** and has manufacturing unit at Turbhe, Mumbai.
- SIL has state-of-the-art machines imported from Germany, USA, Greece, Switzerland, Taiwan etc. through which they cater to customers' specific needs.
- SIL ventured into licensing by acquiring **manufacturing rights for 2014 FIFA World Cup (Brazil)**.
- Encouraged by the response of FIFA world cup 2014 (Brazil) the company has now executed licensing agreement with reputed **international clubs like FC Barcelona and Manchester City FC** and also ventured licensing agreements with **YouWeCan** as well as a joint venture with **NUSH**.
- The company has a strong retail presence through 2 of its **key brands: Riot** and **Indianink**.
- **Riot** is an inspirational youth brand that offers quality fashion wear at economical prices. **Indianink** offers a vivid range of contemporary fashion and styled garments for women.
- It also launched a clothing brand **YWC** Fashion with cricketer Yuvraj Singh in 2016 and brand **NUSH** with celebrity actress Anushka Sharma in 2017.

SEGMENTAL REVENUE (FY19)



CONSOLIDATED REVENUES (INR MN)



Key Strengths

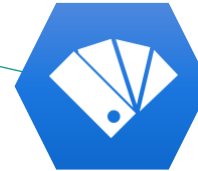
Experienced promoters & a strong management team

Established Players in Apparel Brand Licensing



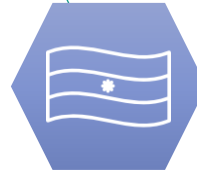
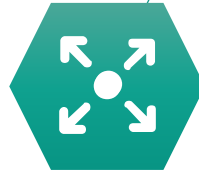
Vertically integrated - processing to garmenting

Strong Retail brands - Riot & Indian Ink



Diversified range of textile products

Reliable suppliers of Fabrics and Garments to Marquee Clients



Strong Pan India distribution network across platforms

Future Strategy

- **Increased focus on retail** business.
- Strategically identify & tie-up with **more licensed brands**.
- **Increasing footprint of our own and licensed brands** through distributor networks and other low-capex franchisee models.
- **Higher focus on e-commerce** platforms.
- Strategically leverage on companies own manufacturing facilities to **further reduce cost & improve margins**.

INFO

STRATEGY

Q1-FY20 Financial Highlights

Q1-FY20 Standalone Financial Performance:

Revenue from Operations – INR 297 Mn

EBITDA- INR 24 Mn

EBITDA Margin- 8.08%

Net Profit- INR 4 Mn

PAT Margin- 1.35%

Diluted EPS- 0.23 INR

Q1-FY19 Standalone Financial Performance:

Revenue from Operations – INR 269 Mn

EBITDA- INR 18 Mn

EBITDA Margin- 6.69%

Net Profit- INR 7 Mn

PAT Margin- 2.60%

Diluted EPS- 0.44 INR

Q1-FY20 Consolidated Financial Performance:

Revenue from Operations – INR 297 Mn

EBITDA- INR 21 Mn

EBITDA Margin- 7.07%

Q1-FY19 Consolidated Financial Performance:

Revenue from Operations – INR 275 Mn

EBITDA- INR 3 Mn

EBITDA Margin- 1.09%

Quarterly Standalone Financial Performance (IND AS)

Particulars (INR Mn)	Q1-FY20	Q1-FY19	Y-o-Y	Q4-FY19	Q-o-Q
Revenue from Operations	297	269	10.4%	287	3.5%
Total Expenses	273	251	8.8%	263	3.8%
EBITDA	24	18	33.3%	24	NA
EBITDA Margin (%)	8.08%	6.69%	139 Bps	8.36%	(28) Bps
Other Income	1	1	NA	-	-
Depreciation	8	4	100.0%	5	60.0%
Finance Cost	9	7	28.6%	11	(18.2)%
PBT	8	8	-	8	NA
Tax	4	1	NA	4	NA
PAT	4	7	(42.9)%	4	NA
PAT Margin (%)	1.35%	2.60%	125 Bps	1.39%	(4) Bps
Other Comprehensive Income (net of Tax)	-	1	NA	(1)	NA
Total Comprehensive income	4	8	(50.0)%	3	33.3%
Diluted EPS (INR)	0.23	0.44	(47.7)%	0.16	43.8%

Quarterly Consolidated Financial Performance (IND AS)

Particulars (INR Mn)	Q1-FY20	Q1-FY19	Y-o-Y	Q4-FY19	Q-o-Q
Revenue from Operations	297	275	8.0%	283	4.9%
Total Expenses	276	272	1.5%	252	9.5%
EBITDA	21	3	NA	31	(32.3)%
EBITDA Margin (%)	7.07%	1.09%	598 Bps	10.95%	(388) Bps
Other Income	1	1	NA	-	NA
Depreciation	8	4	100.0%	5	60.0%
Finance Cost	10	8	25.0%	14	(28.6)%
PBT	4	(8)	NA	12	(66.7)%
Tax	4	2	100.0%	4	NA
PAT incl. share of profits of JV and associates	-	(10)	NA	8	NA
PAT Margin (%)	NA	NA	NA	2.83%	NA
Other Comprehensive Income (net of Tax)	0.4	(3)	NA	(1)	NA
Total Comprehensive income	0.4	(13)	NA	7	(94.3)%
Diluted EPS (INR)	0.02	(0.77)	NA	0.41	(95.1)%

Standalone Income Statement (IND AS)

Particulars (INR Mn)	FY17	FY18	FY19
Revenue from Operations	816	978	1,114
Total Expenses	735	887	1,009
EBITDA	81	91	105
EBITDA Margin (%)	9.93%	9.30%	9.43%
Other Income	3	2	2
Depreciation	18	15	18
Finance Cost	29	29	32
PBT	37	49	57
Tax	16	15	18
PAT	21	34	39
PAT Margins (%)	2.57%	3.48%	3.50%
Other Comprehensive Income (net of Tax)	-	-	(1)
Total Comprehensive income	21	34	38
Diluted EPS (INR)	1.26	1.91	2.26

Standalone Balance Sheet (IND AS)

Liabilities (INR Mn)	FY18	FY19	Assets (INR Mn)	FY18	FY19
Shareholder Funds			Fixed Assets		
Share Capital	168	170	Properties, Plant and Equipment	102	102
Other Equity	163	206	Intangible Assets	1	1
Total Shareholders Fund	331	376	Capital Work in Progress	17	4
			Intangible Assets under Development	2	2
Non Current Liabilities			Non-current investments		
Long Term Borrowings	41	44	Non-current investments	10	9
Other Long Term Liabilities	4	5	Deferred Tax Asset (net)	2	2
Provisions	4	4	Long term loans	86	83
Total Non Current Liabilities	49	54	Other non current assets	-	-
			Others	2	-
Current Liabilities			Total Non current assets	222	203
Short term Borrowings	230	333	Current Assets		
Trade Payables	141	214	Investments	-	-
Other Financial Liabilities	19	21	Inventories	302	299
Other Current Liabilities	19	24	Trade Receivables	234	436
Short-term provisions	1	1	Cash & Cash Equivalents	5	5
Current Tax Liability(Net)	-	-	Loans	-	1
Total Current Liabilities	411	593	Other current assets	27	59
			Current Tax assets (net)	-	19
			Total Current Assets	568	819
GRAND TOTAL - LIABILITES	790	1,022	GRAND TOTAL – ASSETS	790	1,022

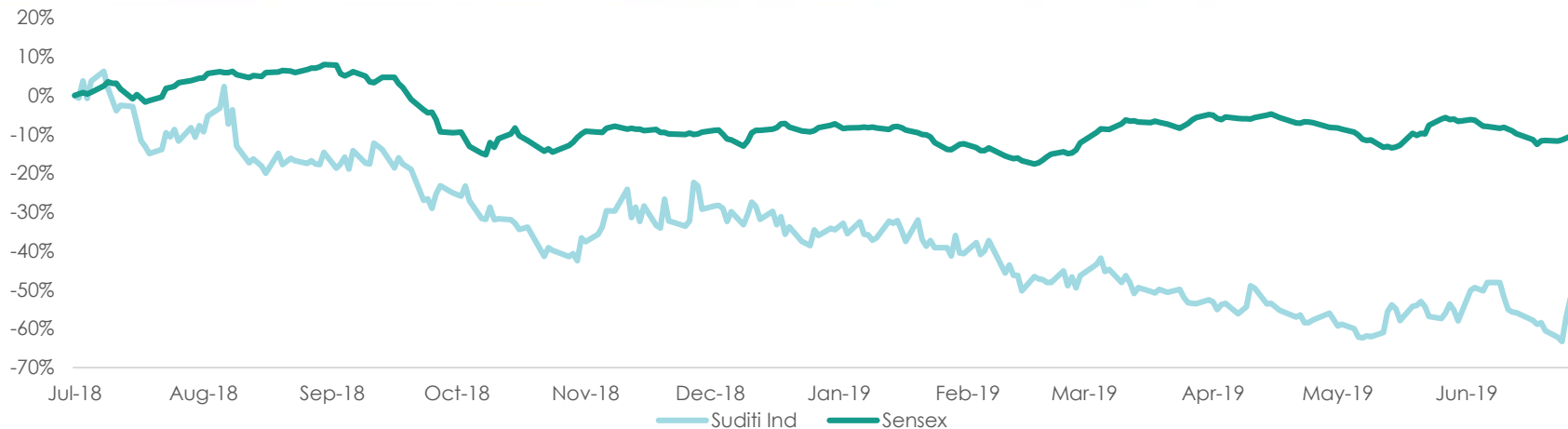
Consolidated Income Statement (IND AS)

Particulars (INR Mn)	FY17	FY18	FY19
Revenue from Operations	898	1,038	1,119
Total Expenses	816	944	1,016
EBITDA	82	94	103
EBITDA Margin (%)	9.13%	9.06%	9.20%
Other Income	4	2	5
Depreciation	18	16	19
Finance Cost	31	33	38
PBT	37	47	51
Tax	16	15	18
Profit before share of profit/loss of Joint ventures/ Associates	21	32	33
<i>Profit/Loss of Joint Ventures/Associates</i>	-	(3)	-
PAT	21	29	33
PAT Margins (%)	2.34%	2.79%	2.95%
Other Comprehensive Income (net of Tax)	-	-	-
Total Comprehensive income	21	29	33
Diluted EPS (INR)	1.26	1.61	1.93

Consolidated Balance Sheet (IND AS)

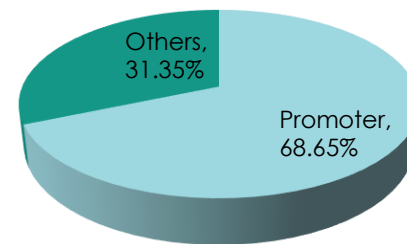
Liabilities (INR Mn)	FY18	FY19	Assets (INR Mn)	FY18	FY19
Shareholder Funds			Fixed Assets		
Share Capital	168	170	Properties, Plant and Equipment	104	103
Other Equity	155	193	Intangible Assets	1	1
Non- Controlling Interest	-	-	Capital Work in Progress	17	4
Total Shareholders Fund	323	363	Intangible Assets under Development	2	2
Non Current Liabilities			Non-current investments		
Long Term Borrowings	41	44	Non-current investments	-	-
Other non-current liabilities	26	20	Deferred Tax Asset (Net)	2	2
Provisions	5	5	Loans	88	85
Total Non Current Liabilities	72	69	Other non current assets	1	-
			Others	2	-
Current Liabilities			Total Non current assets	217	197
Short term Borrowings	292	385	Current Assets		
Trade Payables	211	225	Investments	-	-
Other Financial Liabilities	24	24	Inventories	371	351
Other Current Liabilities	23	28	Trade Receivables	326	483
Short-term Provisions	1	1	Cash & Cash Equivalents	5	6
Current Tax Liability (Net)	-	-	Loans	-	-
Total Current Liabilities	551	663	Other current assets	27	39
			Current tax assets (net)	-	19
			Total Current Assets	729	898
GRAND TOTAL - LIABILITES	946	1,095	GRAND TOTAL – ASSETS	946	1,095

Capital Market Data



Price Data (30 th June, 2019)	INR
Face Value	10.0
Market Price	26.0
52 Week H/L (INR)	59.9 / 19.3
Market Cap (INR Mn)	441.8
Equity Shares Outstanding (Mn)	16.99
1 Year Avg. trading Volume ('000)	3.81

Shareholding Pattern (30th June, 2019)



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thank
YOU